

**Date: May 28, 2025**

**BSE Limited**

Floor 25, Phiroze Jeejeebhoy Towers,  
Dalal Street  
Mumbai-400 001  
Scrip Code: 538446

**Subject: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in terms of other applicable laws, if any, please find herewith the Investor Presentation of the Company for the Quarter and Financial Year ended March 31, 2025.

The aforesaid intimation is being made available on the Company's website at [www.moneyboxxfinance.com](http://www.moneyboxxfinance.com).

Kindly take the above intimation on record.

Thanking you,

For **Moneyboxx Finance Limited**

**Lalit Sharma**

**Company Secretary**





# MONEYBOXX FINANCE LIMITED

*Empowering MSMEs in Rural & Semi-urban India*

Investor Presentation

Q4 & FY25

May 28, 2025





## Disclaimer

This document may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this document. The Company assumes no obligation to update any forward-looking information contained in this document. Any forward-looking statements and projections made by third parties included in this document are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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# Q4 & FY25 Highlights

## Collections approaching normalization

- Steep improvement in collection efficiency across buckets and products
- Dedicated efforts on collection showing positive results and plan to further build up the collection vertical in FY26
- Stabilization expected to be achieved in Q1 FY26

## Successful pivot to Secured Lending – 45% of AUM

- AUM grew by 27% to INR 927 crore despite marginal 11% decline in disbursement to INR 595 crore
- Secured disbursement doubled to ~50% in FY25 (vis-à-vis 25% FY24)
- Higher secured book to support asset quality, AUM growth and operating efficiency

## Well Capitalized for AUM Growth

- CRAR of 29.3% supported by equity raise of INR 175.8 crore in FY25 (91.1 received, balance 84.7 to be received by Mar'26)
- Proven access to debt capital markets. Raised INR 489 crore debt in FY25, of which highest ever NCD raise of INR 185 crore
- Strong liquidity position: INR 135 crore as of 31 March 2025

## Strong Growth Outlook With Robust National Franchise

- Pan-India franchise with presence in 12 states (entered 4 states in South India in Q2 FY25)
- Proven scalability and tech-driven 'phygital' branch model - Branches increased to 163 (Mar'25) from 100 (Mar'24)
- Positioned for robust future growth, leveraging operational excellence, financial strength, and strategic focus on secured lending

# Who we are – Moneyboxx Finance Limited

Empowering MSMEs in Rural & Semi-urban India

## Fast-growing, tech-driven, impact focused NBFC

- ✔ **Business loans** of ₹ 1-10 Lac in rural and semi-urban India
- ✔ Gained national presence in 6 years: **163** branches in **12** states (Mar'25)
- ✔ Transformed **200k+** lives, **57%** women, **30%** NTC (New-to-Credit)

## Driving Financial Inclusion

- ✔ Empowering **small and micro entrepreneurs**
- ✔ **Enabling 2x growth** in disposable income of borrowers in 3 years
- ✔ **Beyond-lending** impact initiatives

## Proven and scalable business model

Period ending	Mar'22	Mar'23	Mar'24	Mar'25
Branches	30	61	100	163
States	5	6	8	12
AUM ₹ Crore	121	344	730	927



### MISSION STATEMENT

To deliver easy, cost-efficient and technology driven financing solutions to aspiring microentrepreneurs



### VISION STATEMENT

To be “The Lender of Choice” for deserving microentrepreneurs in India

# Successfully scaling up operations

## Today we are...



163 Branches



62k+ Live accounts



₹927 crore AUM



₹ 1,800+ crore  
Cumulative Disbursements



45% Secured Book



2,000+ Employees



Average Ticket Size  
₹ 3.4 lakhs – Secured  
₹ 1.8 lakhs – Unsecured



65% Livestock  
100% PSL qualified



100% Direct Sales  
Team



33 Lenders

## Transforming lives



200k+  
Borrowers funded



57%  
Women



30%  
New-to-credit

## Beyond-lending impact initiatives



501k+  
Free cattle  
diagnosis



16,000+  
Fruit-bearing  
trees planted



58,500+  
Free Vet  
Consultations

## Credit Rating



CRISIL **BBB/Stable**

IND **BBB/Stable**

Note: Data as of March 31, 2025

# Growing network of Partners – 33 lenders including 12 Banks

## Existing Lenders



## Lending Partnerships



Announced equity raise of ₹ 176 crore\*

Cumulative equity funding ~ ₹ 355 crore

Equity Capital as on 31-03-2025	₹ crores	Price ₹ /Share
As on Mar'19	19.03	
FY20	11.65	70
FY22	14.42	95
FY23	48.39	115, 160
FY24	85.13	172
FY25: Equity raise *	91.72	302.20
<b>Total</b>	<b>270.33</b>	
Warrants conversion by Mar'26 *	84.72	302.20
<b>Total</b>	<b>355.05</b>	

Debt funding of ₹ 1000+ crore

Debt as on 31-03-2025	Sanction	Outstanding
Term Loans from Bank	342.0	175.7
Term Loans from NBFC	471.5	212.0
PTC Securitization	49.1	18.7
NCD	282.0	219.2
Sub Debt	6.6	6.6
<b>Total Term Debt (₹ crore)</b>	<b>1151.2</b>	<b>632.2</b>
- Liquid Funds		-135.0
<b>Net Debt (₹ crore)</b>		<b>497.2</b>

Additional on-tap liquidity of ₹ 500 crore p.a. from Co-lending/ BC partnerships

\* Equity raise of ₹ 175.8 crores (₹ 62.85 crore equity and ₹ 112.95 crore warrants) announced in Q2 FY25, of which ₹ 91.08 crore (₹ 62.85 crore equity and 25% of warrants i.e. ₹ 28.24 crore) received in Sep'24 and balance ₹ 84.72 receivable by Mar'26



# Distinguished Board of Directors

Committed to the highest level of governance, transparency, integrity and exceptional growth



**Mayur Modi, Co-Founder, Co-CEO and COO**

Chartered Accountant with more than 20 years of experience in financial services industry; started his career with GE Capital and went on to work with large financial institutions like JP Morgan and HSBC. In last role, served as Associate Director at HSBC, lending to Banks and FIs



**Deepak Aggarwal, Co-Founder, Co-CEO and CFO**

Chartered Accountant with more than 20 years of experience, including with Bank of America, KPMG, GE Capital, Infosys (for Deutsche Bank). Served as Asia-Pac industry risk head with Bank of America. Founded and ran a boutique IB firm named Avancer Capital Partners, helping client raise INR 2,000+ crores in equity and debt



**Uma Shankar Paliwal  
Chairman & Independent Non-Executive Director**

35+ years of experience in Central banking with the RBI, Currently working as CEO of Currency Cycle Association, CEO and Secretary of Association of Small Finance Banks of India (ASFBFI) and independent director at multiple NBFCs



**Ratna Vishwanathan  
Independent Non-Executive Director**

22+ years of experience as ex-IAS officer (1987 batch) in departments like Indian Audit & Accounts Services and CAG  
Ex-CEO of Microfinance Institution Network (MFIN) for four years and currently CEO of a global NGO



**Shantanu Chandrakant Pendsey  
Independent Non-Executive Director**

38+ years of experience at SBI, retired CGM – Head Agriculture & MSME Financial Inclusion, has developed expertise in Retail, Agriculture, and MSME banking, Credit and Loan Portfolio Management and Digital Transformation



**Govind Gupta  
Non-Executive Director**

Chartered Accountant with more than 18 years of dedicated expertise in statutory and internal audit, tax consultancy, and company law matters. As a practicing professional, Mr. Gupta has demonstrated a steadfast commitment to upholding the highest standards of financial integrity and compliance



**Atul Garg  
Non-Executive Director**

20+ years of experience in financial products and Portfolio Management Services (PMS). His expertise encompasses the distribution of equities, mutual funds, and fixed-income products with a proven track record of navigating the intricacies of financial markets



# Experienced Management Team



**Viral Sheth, Finance Controller**

Chartered Financial Analyst with more than 20 years of experience in finance covering corporate finance, credit risk and equity research. He has previously worked with leading organizations such as HSBC and Infosys and in his last role served as VP-Commercial Banking & Risk Training



**Sandipan Thakur, Head – Collections**

Sandipan brings over 23 years experience in Debt & Receivable Management, Legal & Litigation, Process & Operational Risk Management across multiple products. He has previously worked with Hiranandani Financial, RBL Finserve, and Citi Financial



**Siddhartha Ghosh, Head - HR**

XLRI Jamshedpur alumnus with over 18 years experience in HR. Over the years his experience has covered different aspects of HR in the BFSI space. He has previously worked with Capital India Home Loans, Avanse Financial Services, Star-agri Group, RICH'S, Future Generali India and IBM



**Abhijeet Kamble, Chief Technology Officer**

Abhijeet, a tech leader, excels in leading complex projects, scaling businesses, and fostering innovation. He brings technical expertise in designing and delivering large scale systems. His achievements span innovations in FinTech and nurturing startups. Abhijeet is an alumnus of Pune University and IIT Bombay



**Rohit Paigwar, Head – Operations**

MBA with over 16 years of experience at leading Banks and NBFCs like Poonawalla Housing Finance, Bajaj Finance, ICICI Bank and Axis Bank. His areas of expertise include Analytics, Credit Risk, Product and Policy, Underwriting and Operations in both Secured & Unsecured business. He is proficient in achieving team-driven process improvements

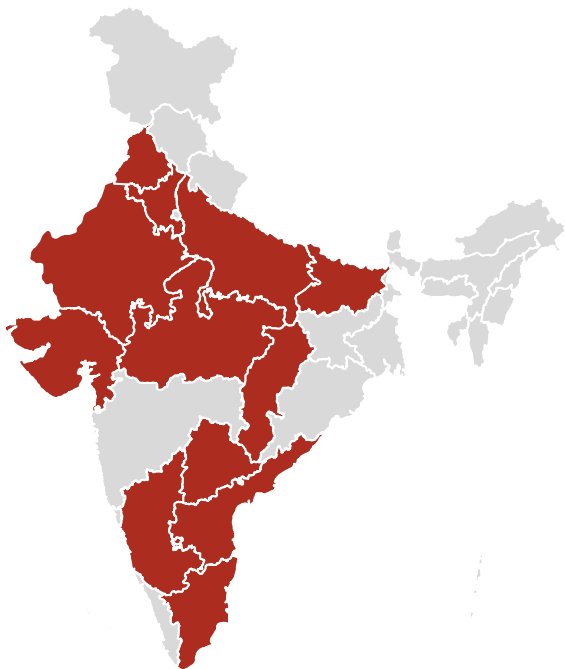


**Lalit Sharma, Company Secretary & Compliance Officer**

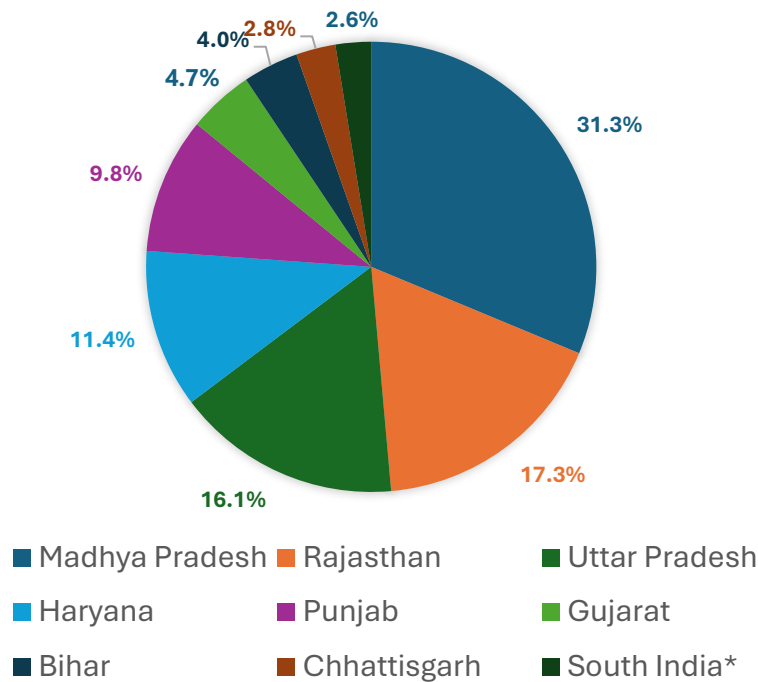
Company Secretary with over 19 years of experience in the financial sector in regulatory compliance and corporate governance upon the frameworks of RBI, MCA, and SEBI. Spent over 9 years with various financial institutions such as Indiabulls group and PNB Housing Finance

# Building National Footprint – Paving the way for growth & geographic diversification

Addition of 63 branches and expansion in South India during FY25

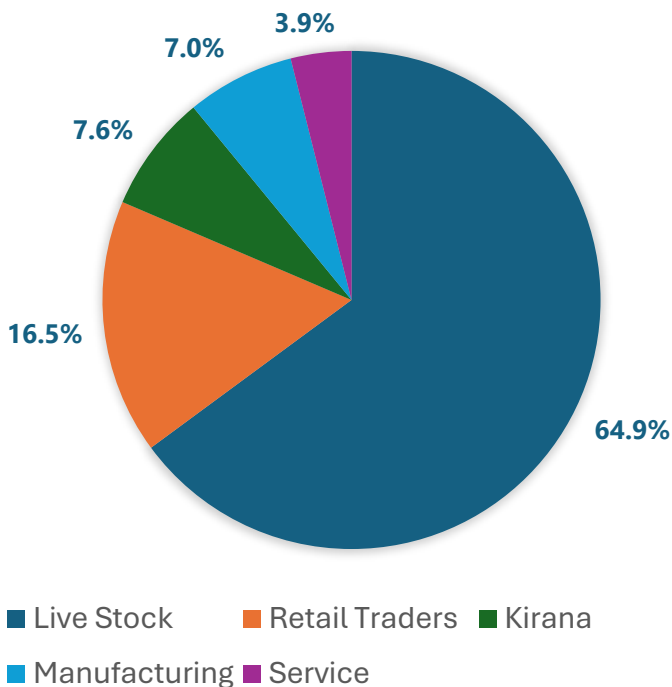


AUM by States (Mar'25)

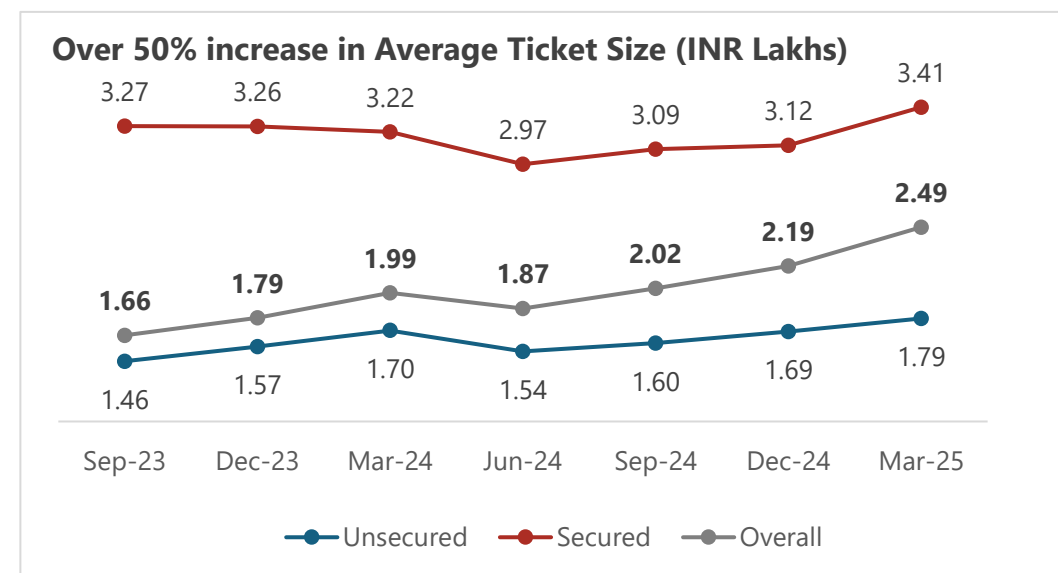
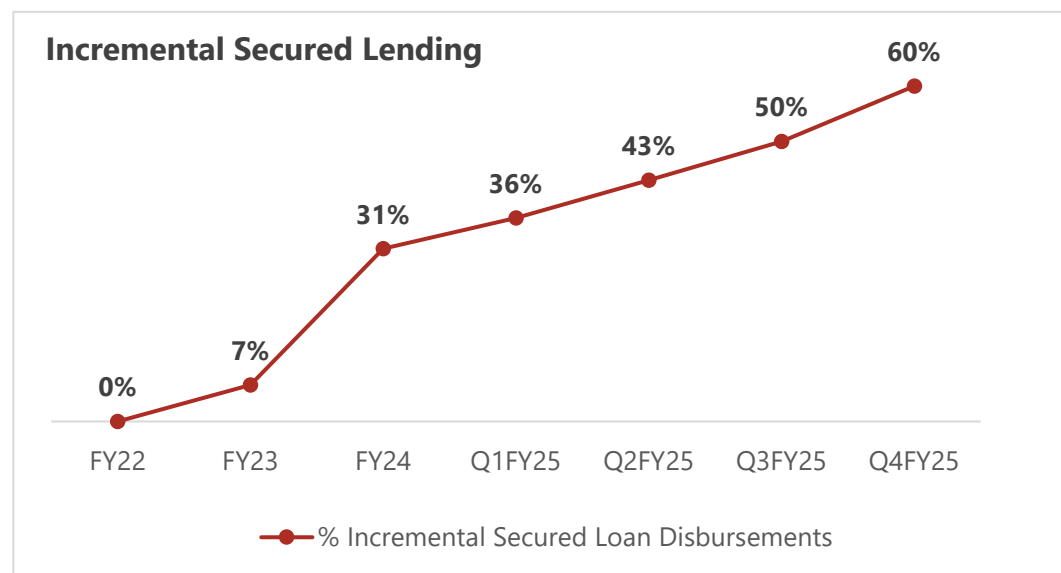
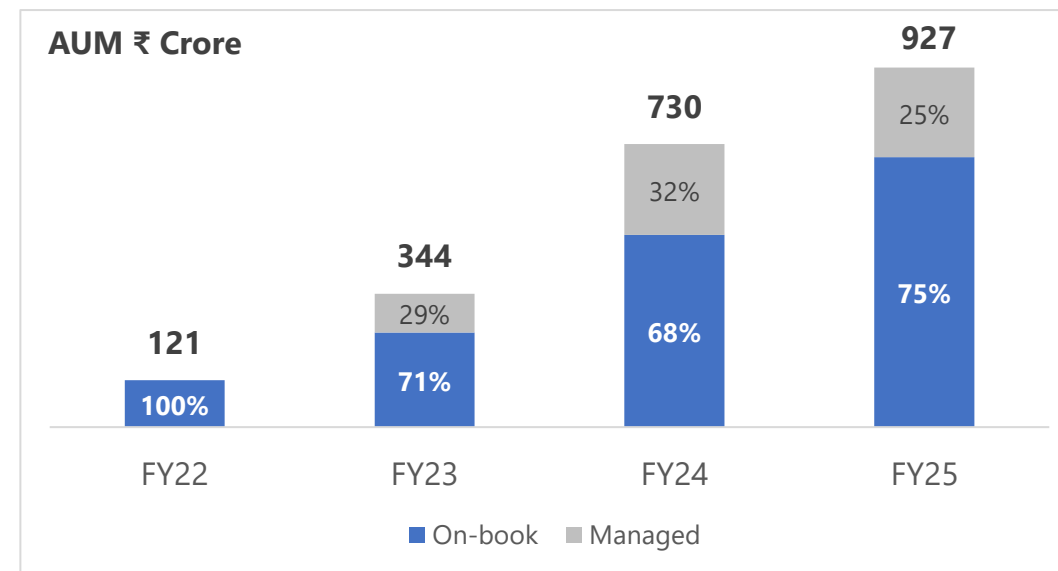
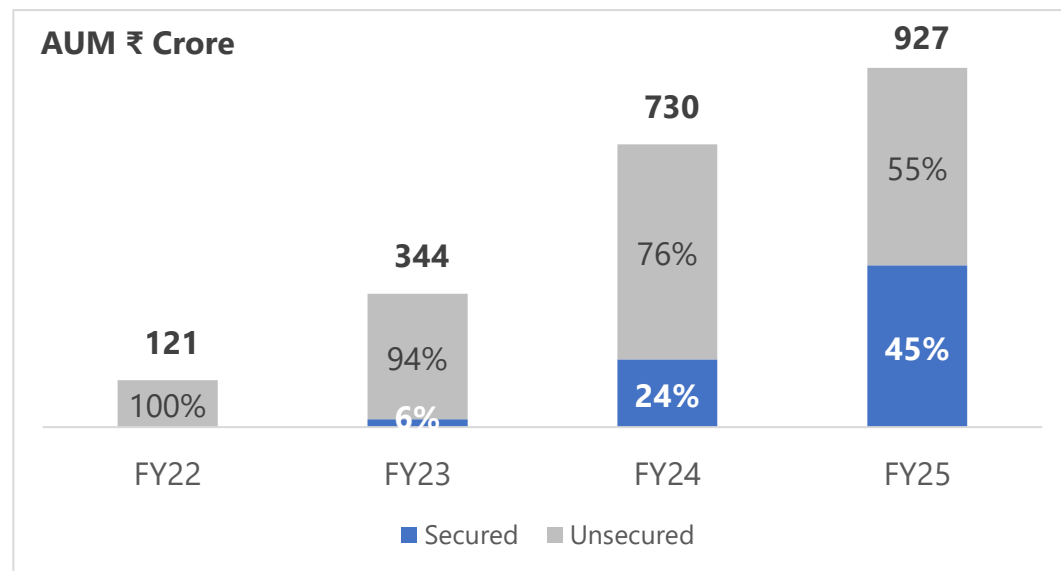


\* includes Andhra Pradesh, Telangana, Karnataka, and Tamil Nadu

AUM by Customer Segment (Mar'25)



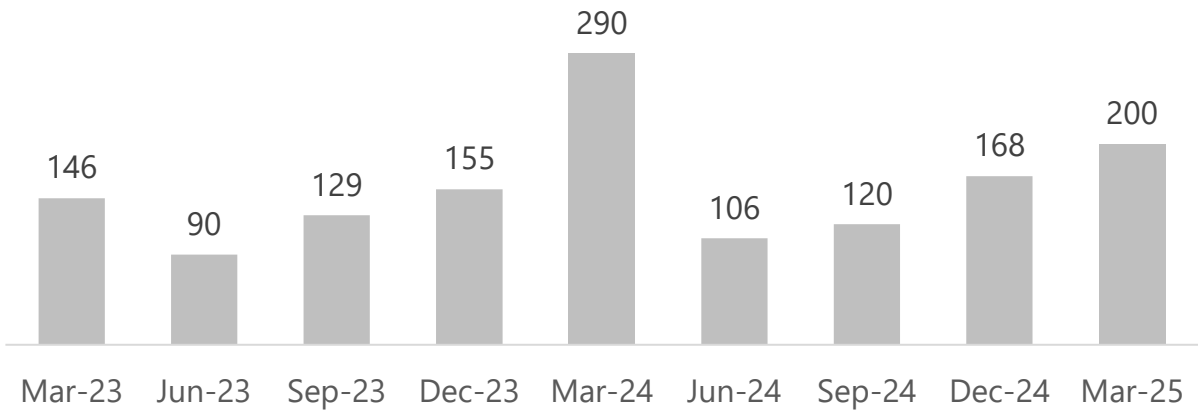
# Increasing share of secured lending





# Well-positioned for significant AUM growth

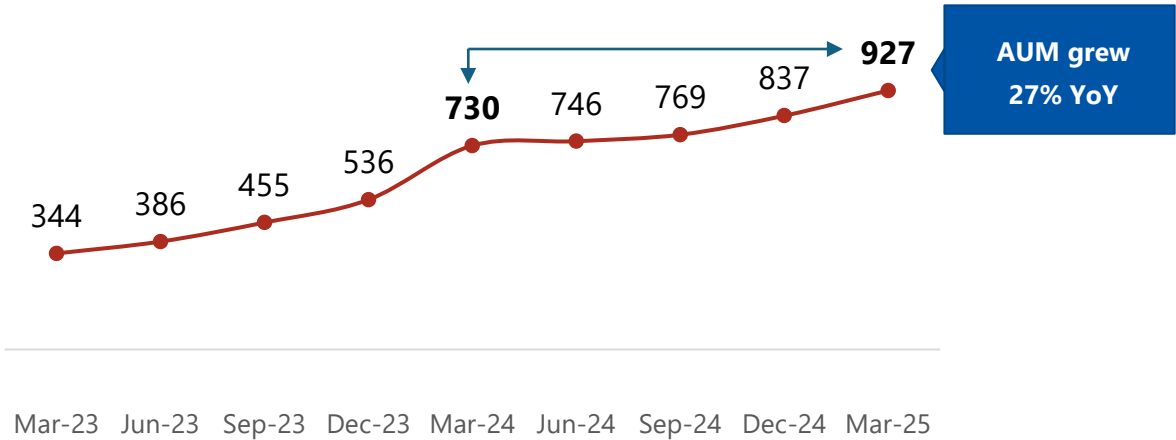
Quarterly Disbursements (₹ crore)



Branch Vintage & Productivity

Branch Vintage	Branches	Avg. Vintage (Months)	AUM (₹ Crore)	AUM per Branch (₹ Crore)
Up to 12 Months	63	6	66	1.1
13-24 Months	39	18	230	5.9
25-36 Months	31	30	252	8.1
36+ Months	30	55	379	12.7
Total	163	23	927	5.7

AUM (₹ crore)



Branch Productivity

	Mar'24	Mar'25
Total Branches	100	163
Branches (36+ months vintage)	22	30
AUM per Branch (36+ months vintage)	₹ 14.9 crore	₹ 12.7 crore

# FY25 – Key Metrics

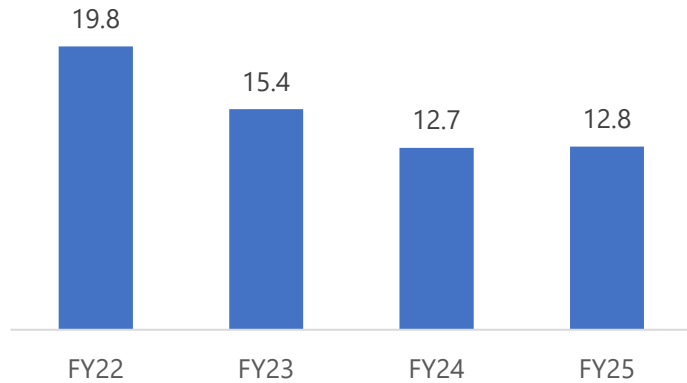
56% growth in Total Income; 54% growth in Equity

<div><b>AUM</b></div> <table><tr><td>FY24</td><td><b>FY25</b></td></tr><tr><td>730 Cr</td><td><b>927 Cr</b></td></tr></table>	FY24	<b>FY25</b>	730 Cr	<b>927 Cr</b>	<div><b>Disbursements</b></div> <table><tr><td>FY24</td><td><b>FY25</b></td></tr><tr><td>665 Cr</td><td><b>595 Cr</b></td></tr></table>	FY24	<b>FY25</b>	665 Cr	<b>595 Cr</b>	<div><b>Total Income</b></div> <table><tr><td>FY24</td><td><b>FY25</b></td></tr><tr><td>128 Cr</td><td><b>199 Cr</b></td></tr></table>	FY24	<b>FY25</b>	128 Cr	<b>199 Cr</b>	<div><b>PAT</b></div> <table><tr><td>FY24</td><td><b>FY25</b></td></tr><tr><td>9.1 Cr</td><td><b>1.3 Cr</b></td></tr></table>	FY24	<b>FY25</b>	9.1 Cr	<b>1.3 Cr</b>	<div><b>NIMs</b></div> <table><tr><td>FY24</td><td><b>FY25</b></td></tr><tr><td>16.3%</td><td><b>16.5%</b></td></tr></table>	FY24	<b>FY25</b>	16.3%	<b>16.5%</b>					
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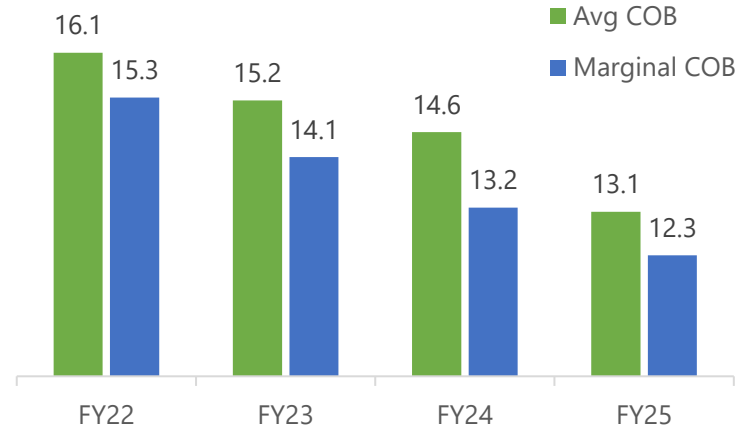
Note: AUM includes managed book ₹ 232.7 crores as of 31.03.2025  
Note: On-book Gross NPA (GNPA) and Net NPA (NNPA) based on 90+ days past due

## Credit cycle weighed on profitability in FY25 but core fundamentals intact

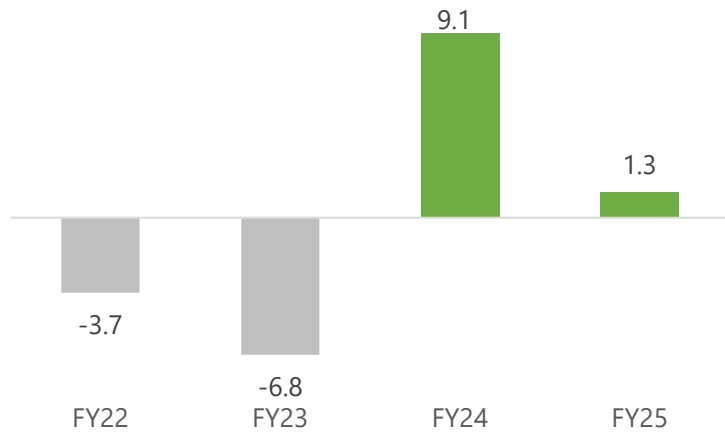
Opex (% of Avg. AUM)



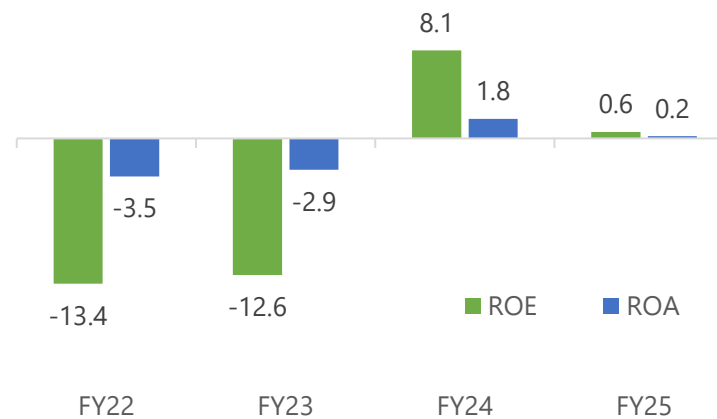
Cost of Borrowing (COB)



PAT (INR crore)



ROE & ROA (%)



- ▶ Declining Opex trajectory paused due to significant branch expansion and lower-than-expected AUM growth
- ▶ Target to achieve sub-10% Opex within next two years driven by AUM growth
- ▶ Decline in average and marginal cost of borrowing YoY, in line with improved credit rating and scale of operations; decline in average COB to continue for the next 3 -5 years until it converges to single digit
- ▶ Lower profit on account of elevated credit costs stemming from industry-wide stress in unsecured loans
- ▶ Collections to further improve with continuous improvement in collection infrastructure



## Ratios at a glance

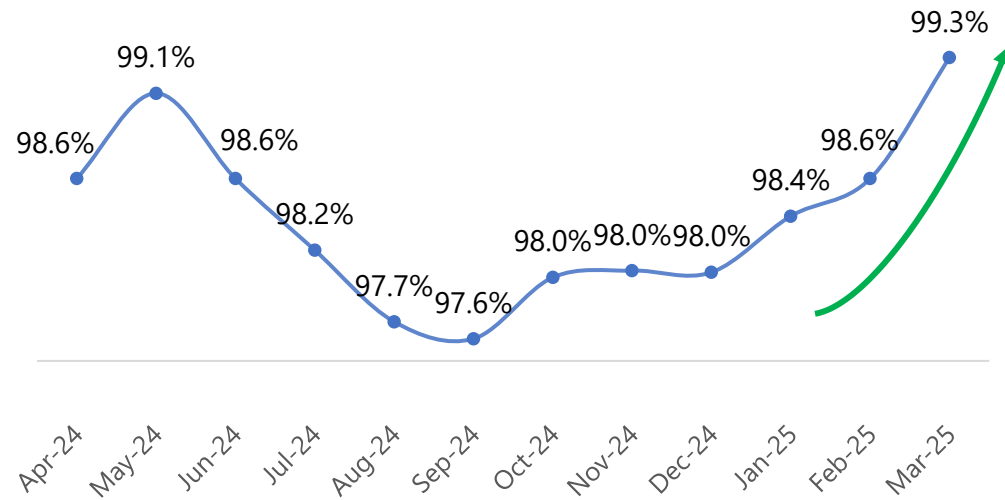
Adequate spread and capital adequacy mitigate asset quality moderation

Key Ratios	FY25	FY24	Q4 FY25	Q3 FY25	Q4 FY24
<b>Average Interest Spread</b>					
Average Lending IRR	28.13%	30.55%	26.94%	27.90%	30.14%
Average Borrowing IRR	13.14%	14.61%	12.80%	12.94%	14.25%
<b>Interest Spread</b>	<b>15.00%</b>	<b>15.94%</b>	<b>14.13%</b>	<b>14.96%</b>	<b>15.90%</b>
<b>Net Interest Margin</b>	<b>16.53%</b>	<b>16.31%</b>	<b>16.23%</b>	<b>16.60%</b>	<b>16.67%</b>
<b>Asset Quality</b>					
30+ PAR % of AUM	8.66%	2.16%	8.66%	8.17%	2.16%
90+ PAR % of AUM	6.93%	1.54%	6.93%	5.62%	1.54%
On-book Gross NPA	6.61%	1.51%	6.61%	5.60%	1.51%
On-book Net NPA	3.42%	0.76%	3.42%	2.88%	0.76%
Provision Coverage Ratio	50.00%	50.00%	50.00%	50.00%	50.00%
Credit Cost (% of Avg AUM)	3.43%	1.34%	3.33%	4.70%	1.88%
<b>Leverage &amp; Capital Adequacy</b>					
Leverage: TOL/Owned funds	3.09	3.54	3.09	2.28	3.54
Debt/Equity	2.44	2.63	2.44	1.78	2.63
CRAR %	29.25%	28.28%	29.25%	35.76%	28.28%

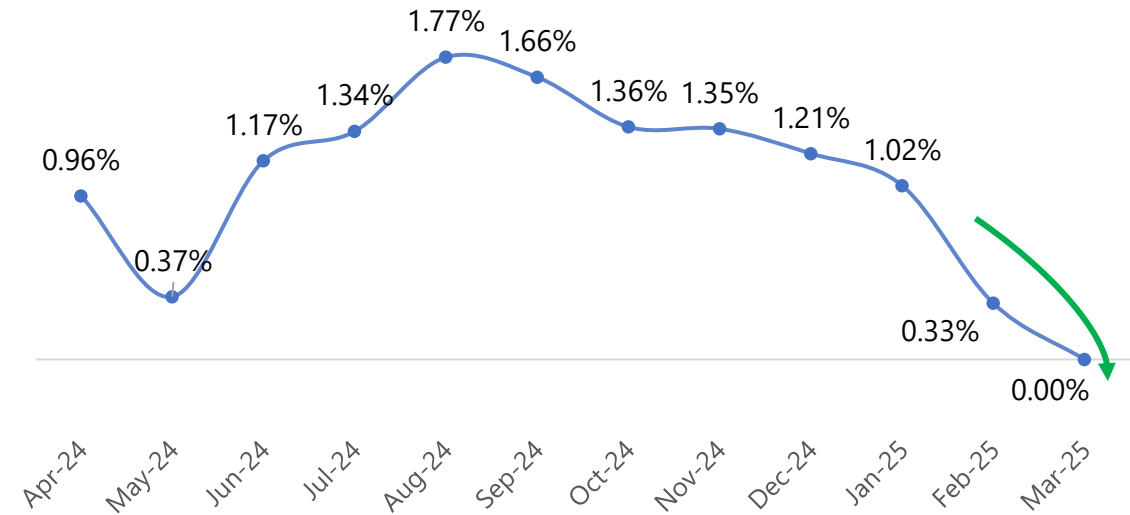
- ▶ Reduction in Interest Spread is in line with increasing disbursement of secured loans partially offset by decline in borrowing costs
- ▶ Equity infusion helped in maintaining NIM
- ▶ Asset quality impacted in-line with industry wide stress in unsecured loan segment
- ▶ Slippage falling sharply and collections are improving
- ▶ Focused and improving collection efforts showing positive results
- ▶ Net worth grew by 54% to INR 261 crore as of Mar'25 (INR 169 crore as of Mar'24) with equity fund raise in FY25
- ▶ Strong capital adequacy, well positioned for growth

# Steep rise in Collection Efficiency – approaching normalization

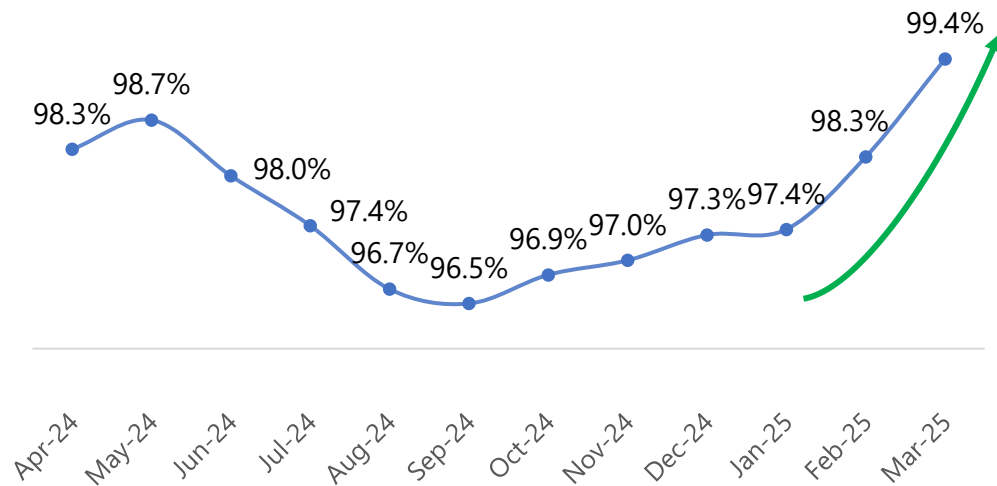
Collection Efficiency – Current Bucket



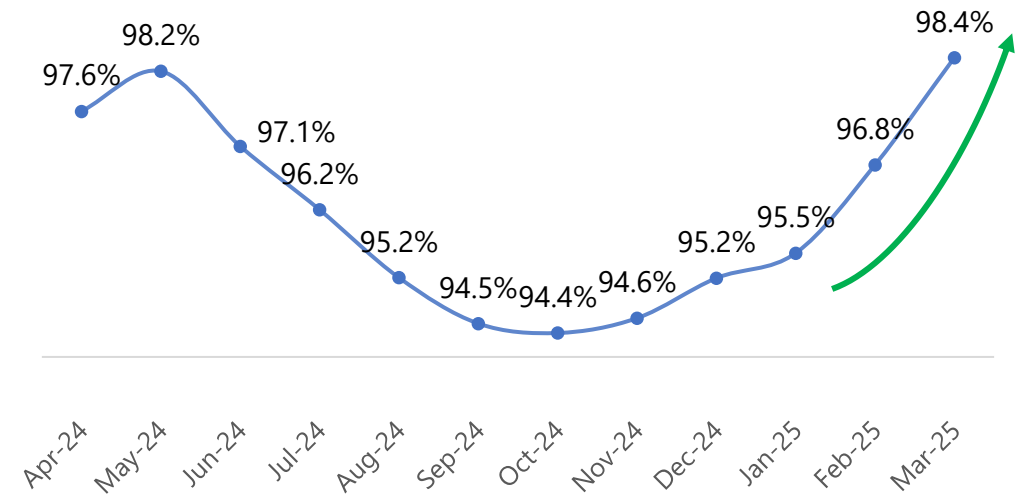
X-bucket\* Slippage ratio reached a historical best



Collection Efficiency – Current & up to 30 DPD Bucket



Collection Efficiency – Current & up to 90 DPD Bucket



\* X-bucket Slippage ratio denotes % net slippage of principal outstanding from Current to 1-30 Bucket

## Q4 & FY25 - Income Statement

Particulars (INR crore)	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
<b>Total income</b>	<b>52.14</b>	<b>42.41</b>	<b>22.85%</b>	<b>51.83</b>	<b>0.54%</b>	<b>199.23</b>	<b>127.96</b>	<b>55.67%</b>
Finance Cost	16.75	13.47	23.80%	15.86	5.12%	63.31	42.81	47.57%
<b>Net Interest Income &amp; Fee Income</b>	<b>35.39</b>	<b>28.94</b>	<b>22.41%</b>	<b>35.96</b>	<b>-1.48%</b>	<b>135.92</b>	<b>85.15</b>	<b>59.74%</b>
Employee Benefits Expense	22.82	13.57	69.92%	20.01	15.25%	77.80	47.07	65.80%
Depreciation and Amortization Expense	2.40	1.08	118.78%	1.94	21.24%	7.71	3.35	129.08%
Other Expenses	6.77	6.92	-2.74%	4.43	52.09%	19.33	17.07	13.32%
<b>Operating Expense</b>	<b>31.99</b>	<b>21.57</b>	<b>49.04%</b>	<b>26.38</b>	<b>21.87%</b>	<b>104.83</b>	<b>67.49</b>	<b>55.66%</b>
<b>Pre-Provisioning Operating Profit</b>	<b>3.40</b>	<b>7.37</b>	<b>-55.50%</b>	<b>9.58</b>	<b>-65.77%</b>	<b>31.09</b>	<b>17.66</b>	<b>75.31%</b>
Impairment on financial instruments	7.27	2.94	146.99%	9.35	-22.21%	28.13	7.11	295.86%
<b>Profit before tax</b>	<b>-3.87</b>	<b>4.43</b>	<b>-190.14%</b>	<b>0.24</b>	<b>-1784.47%</b>	<b>2.96</b>	<b>10.56</b>	<b>-73.10%</b>
Current Tax	4.04	-0.54		0.00		4.04	0.00	
Deferred tax	-2.62	0.85		0.04		-2.33	1.42	
<b>Profit After Tax</b>	<b>-5.29</b>	<b>4.12</b>	<b>-229.82%</b>	<b>0.20</b>	<b>-2751.66%</b>	<b>1.25</b>	<b>9.14</b>	<b>-87.05%</b>



## FY25 - Balance Sheet

Particulars (INR crores)	Mar'25	Mar'24
<b>LIABILITIES</b>		
<b>Financial Liabilities</b>	<b>679.79</b>	<b>489.66</b>
Payables	2.54	1.81
Debt Securities	217.83	79.11
Borrowings (other than debt securities)	411.76	358.17
Subordinated Liabilities	6.66	6.64
Lease Liability	15.38	8.32
Other financial liabilities	25.61	35.62
<b>Non-financial Liabilities</b>	<b>3.26</b>	<b>10.64</b>
Current Liabilities (net)	-	-
Provisions	-	0.97
Deferred Tax Liabilities (net)	-	-
Other non-financial liabilities	3.26	9.67
<b>Equity</b>	<b>260.72</b>	<b>168.85</b>
Equity share capital	32.65	30.49
Other equity	228.07	138.36
<b>Total Equity and Liabilities</b>	<b>943.77</b>	<b>669.16</b>

Particulars (INR crores)	Mar'25	Mar'24
<b>ASSETS</b>		
<b>Financial Assets</b>	<b>892.41</b>	<b>638.30</b>
Cash and cash equivalents	137.13	95.98
Bank balance (other than cash and cash equivalents)	33.91	17.65
Receivables	0.63	1.12
Loans	678.73	490.01
Investments	0.12	10.53
Other financial assets	41.89	22.97
<b>Non-financial Assets</b>	<b>51.35</b>	<b>30.85</b>
Current Assets (net)	2.29	2.85
Deferred Tax Assets (net)	7.73	5.34
Property, Plant & Equipment	9.78	6.59
Intangible Assets Under Development	2.39	-
Right of use assets	14.06	7.71
Other Intangible assets	4.87	5.46
Other non-financial assets	10.23	2.90
<b>Total Assets</b>	<b>943.77</b>	<b>669.16</b>

# Historical Income Statement

Particulars (INR crores)	Mar'25	Mar'24	Mar'23	Mar'22
Interest Income	170.60	107.61	48.87	22.32
Interest expenses	63.31	42.81	21.68	10.56
<b>Net Interest Income (NII)</b>	<b>107.29</b>	<b>64.80</b>	<b>27.19</b>	<b>11.76</b>
Fee income	15.86	10.00	1.39	0.27
Income on derecognized (assigned) loans	9.40	8.13	-	-
Net gain on fair value changes	3.08	1.94	0.15	-
Other Income	0.28	0.27	0.03	0.71
<b>NII and Other Income</b>	<b>135.92</b>	<b>85.15</b>	<b>28.76</b>	<b>12.74</b>
Employee benefit expense	77.80	47.07	25.65	13.03
Depreciation and amortisation expense	7.71	3.35	1.73	0.94
Other expenses	19.33	17.07	7.93	3.96
<b>Operating Expense</b>	<b>104.83</b>	<b>67.49</b>	<b>35.31</b>	<b>17.94</b>
<b>Operating Profit (Loss)</b>	<b>31.09</b>	<b>17.66</b>	<b>-6.55</b>	<b>-5.18</b>
Impairment on financial instruments	28.13	7.11	3.39	1.34
<b>Profit/(Loss) before tax</b>	<b>2.96</b>	<b>10.56</b>	<b>-9.94</b>	<b>-6.52</b>
Current Tax	4.04	-	-	-
Deferred Tax	-2.33	1.42	-3.14	-2.80
<b>Profit after tax</b>	<b>1.25</b>	<b>9.14</b>	<b>-6.80</b>	<b>-3.72</b>

# Historical Balance Sheet

Particulars (INR crores)	Mar '25	Mar '24	Mar '23	Mar '22
<b>LIABILITIES</b>				
<b>Financial Liabilities</b>	<b>679.79</b>	<b>489.67</b>	<b>252.21</b>	<b>99.43</b>
Trade Payables	2.54	1.81	1.19	-
Debt Securities	217.83	79.11	20.15	-
Borrowings (other than debt securities)	411.76	358.17	211.21	91.40
Subordinated Liabilities	6.66	6.64	6.63	6.60
Lease Liability	15.38	8.32	2.62	1.43
Other financial liabilities	25.61	35.65	10.40	-
<b>Non-financial Liabilities</b>	<b>3.26</b>	<b>10.64</b>	<b>2.28</b>	<b>5.98</b>
Current Liabilities (net)	-	-	-	5.59
Provisions	-	0.97	0.47	0.38
Other non-financial liabilities	3.26	9.67	1.81	0.02
<b>Equity</b>	<b>260.72</b>	<b>168.85</b>	<b>76.40</b>	<b>34.51</b>
Equity share capital	32.65	30.49	24.92	21.60
Other equity	228.07	138.36	51.48	12.91
<b>Total Equity and Liabilities</b>	<b>943.77</b>	<b>669.16</b>	<b>330.89</b>	<b>139.93</b>

Particulars (Rs. crores)	Mar '25	Mar '24	Mar '23	Mar '22
<b>ASSETS</b>				
<b>Financial Assets</b>	<b>892.41</b>	<b>638.30</b>	<b>312.78</b>	<b>130.42</b>
Cash and cash equivalents	137.13	95.98	56.58	6.08
Bank balance (other than cash and cash equivalents)	33.91	17.65	7.28	1.80
Trade Receivables	0.63	1.12	0.05	-
Loans	678.73	490.01	242.58	119.94
Investments	0.12	10.53	2.00	-
Other financial assets	41.89	22.97	4.29	2.60
<b>Non-financial Assets</b>	<b>51.35</b>	<b>30.85</b>	<b>18.11</b>	<b>9.50</b>
Current Assets (net)	2.29	2.85	0.72	0.80
Deferred Tax Assets (net)	7.73	5.34	6.76	3.62
Property, Plant & Equipment	9.78	6.59	4.23	1.50
Intangible Assets Under Development	2.39	-	3.18	2.33
Right of use assets	14.06	7.71	2.39	1.24
Other Intangible assets	4.87	5.46	0.03	-
Other non-financial assets	10.23	2.90	0.80	-
<b>Total Assets</b>	<b>943.77</b>	<b>669.16</b>	<b>330.89</b>	<b>139.93</b>

# Important Updates



## Diversification of funding sources and lowering of funding cost

**Partnerships:** visibility of ₹ 500 crore p.a. of lending partnerships (BC/CLM)

**Low-cost & Diversified Funding:** Lender count 33, including 12 leading Banks

**Strong access to debt capital market:** highest-ever NCD raise of INR 185 crore in FY25



## Equity capital raise

**Equity raise of ₹ 175.8 Cr (including warrants ~ ₹ 113 crore) announced in Q2 FY25**

**Equity raise of ₹ 270 Cr since inception till Mar'25**



## Other Updates

**Secured lending:** Gaining momentum and in line to reach ~**65% of AUM** by Mar'26 (45% as of Mar'25)

Plan to increase **branches to 175+** by Mar'26 (163 branches till Mar'25)

Ongoing **impact initiatives** (vets in branches for free cattle health management)

Bio-gas digester and agro-forestry initiatives as part of sustainability efforts

# Target Market: Small business loans INR 1-10 Lacs

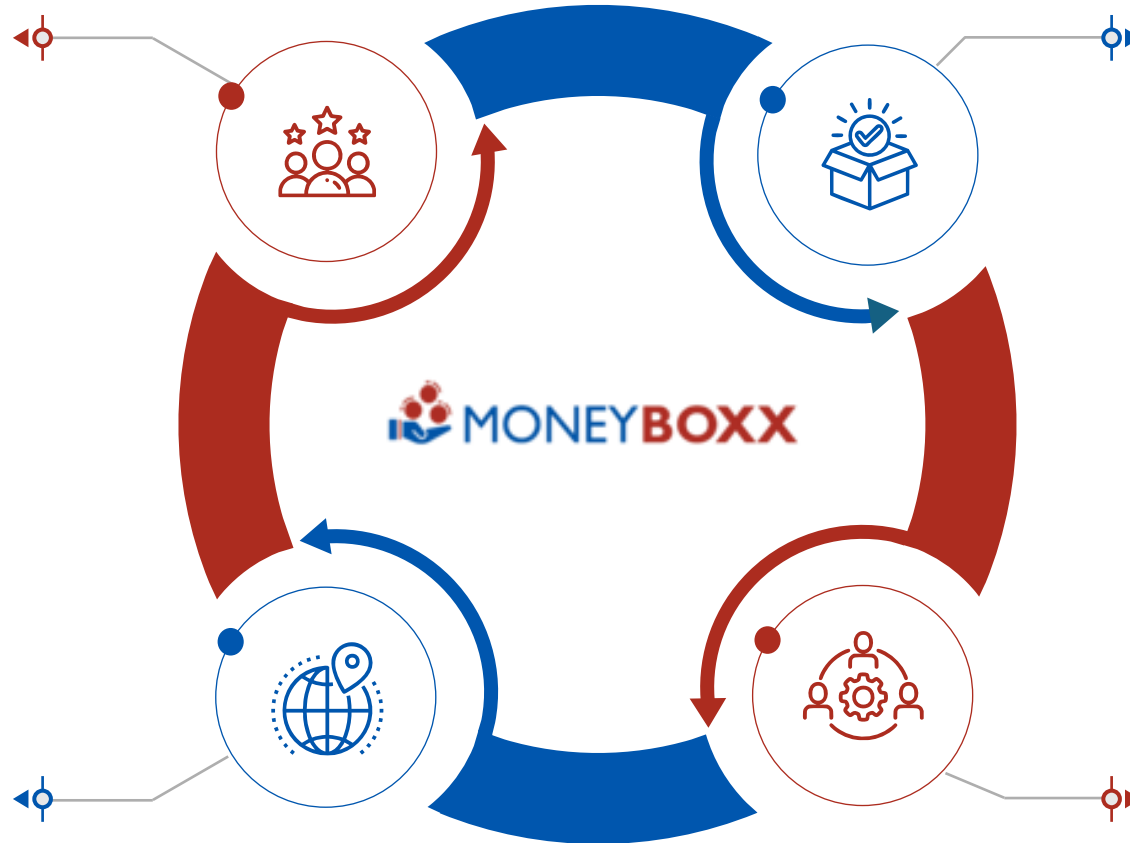
Impact Financing with focus on Rural & Semi-urban India

## Customer

- ▶ **Targeting the Missing Middle:** Deserving micro and small enterprises with unmet credit needs
- ▶ **Focus on essentials:** Livestock, Kirana, Retail Traders, Small Manufacturers and Services

## Geography

- ▶ **Targeting micro entrepreneurs in Tier 3 and below places:** national presence covering 12 States in North, Central and South India



## Product

### Unsecured business loans

- ▶ Loan size: INR 1,00,000-300,000
- ▶ Shorter tenure: 12-36 months

### Secured business loans

- ▶ Loan size: Up to INR 10,00,000
- ▶ Tenure: Up to 84 months

## Proven Phygital model

- ▶ On ground presence and fully digital processes
- ▶ Relationship based approach with in-house team handling origination and collection



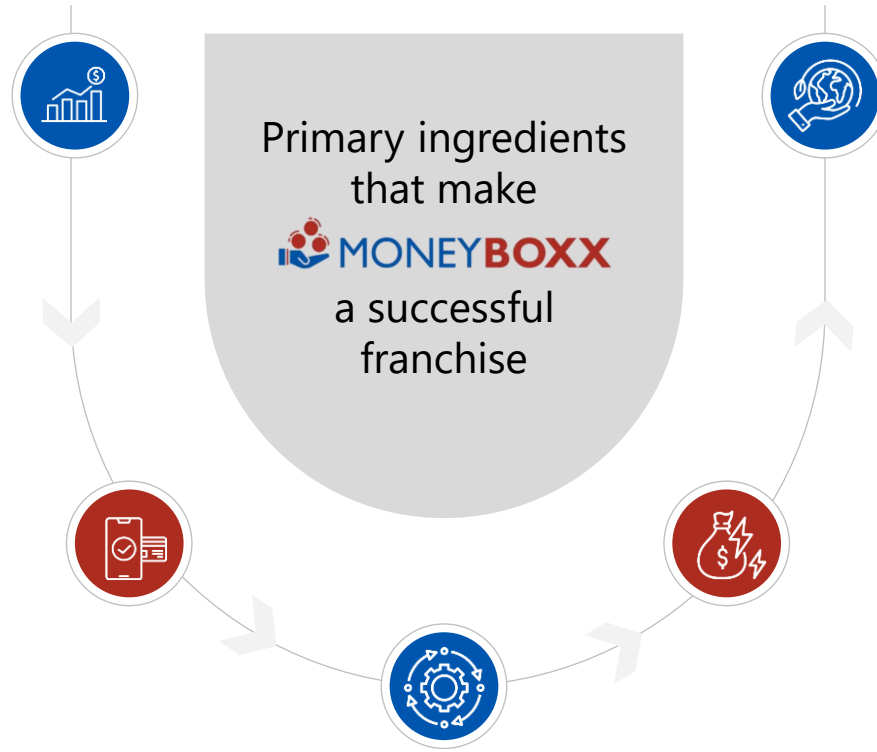
# Efficient Business Model

## Impact Financing

- Bridging the credit gap for underserved "**missing middle**" customers
- **100%** of loans granted are eligible as **priority sector lending status** of which livestock/ dairy farming customers qualify under **agriculture and allied activities**

## Strengthening digital infrastructure

- Employing a '**phygital**' approach for all operations, from sourcing to disbursement and collection
- Introduced **Sikka app**
- Increased technology adoption enables quick access to capital with a **7-day turnaround**



## Proprietary Underwriting Model

- Rigorous assessment using **proprietary models** leveraging alternate data and analytics to assess the true cash flows of the applicants
- Developed **in-house credit scoring** model, aiding in robust credit appraisal

## Beyond Lending

- Committed to holistic societal growth with a focus on **resource efficiency, carbon footprint reduction, tree plantation and free veterinary consultations**
- Empowering communities through inclusivity
- Committed to ethical standards and sound governance principles

## Entry barriers

- Operating in a segment that traditional lenders find difficult to underwrite
- Operationally intensive, and only select NBFCs, SFBs, and MFIs have a presence

# Sikka App

Guided by Vision, Driven by Digital

## Choose Sikka

- Convenient access for existing customers to check outstanding loan, repayments schedules
- Instant application for **New Business Loans**, apply for **Top Up loans** and **Referrals**
- Quick disbursement of loan products with a **7-day turnaround**
- Digital Gold Journey promoting micro-savings to build wealth starting with just ₹10
- Moneyboxx platform – Sikka, to drive tech led growth

## Impact So Far

- Rapid User Growth - Crossed **1.7 lakh downloads** within twelve months of launch
- Loans Disbursed - generating 9,000 leads this financial year
- Seamless EMI Collection - Collected ₹8.5 crore in EMIs via the app, reducing cash dependency and enhancing security
- Gold Savings Growth - Facilitated over 17,000+ recurring deposits
- Awarded **FinTech Startup Leader of the Year** by **BusinessWorld** FinTech Conclave Awards 2024

## Sikka - Innovation and Trust

- **Seamless EMI Collection** via Quick Pay links integrated with BBPS
- Instant **API-powered verification** for address and identity
- Digital Disbursements for direct, delay-free loan transfers
- Trusted Gold Partnerships with MMTC-PAMP and Augmont for transparency







# THANK YOU



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